

## ACUERDO MARCO - VÁLVULAS Y TECNOLOGÍAS DE SELLADO

BP está presente en España desde 1954, cuenta con cerca de 900 empleados, más de 670 estaciones de servicio y es hoy una de las principales empresas energéticas del país. BP ocupa el tercer puesto en el mercado petrolífero español, con una cuota de volumen en torno al 9%. Mantiene además una posición destacada en el mercado industrial del gas natural.

**Refinería de Castellón.** La Refinería de Castellón opera desde 1967 y es un motor económico e industrial para su entorno, siendo una de las más importantes empresas de la Comunidad Valenciana. Cuenta con una capacidad de procesamiento de crudo de 6 millones de toneladas al año o 100.000 barriles al día.

## TOTAL VALVE & SEALING MANAGEMENT

BP is present in Spain since 1954, has about 900 employees, more than 670 stations and is today one of the leading energy companies in the country. BP ranks third in the Spanish oil market, with a volume share of around 9%. It also maintains a leading position in the industrial market in natural gas.

**Castellón Refinery.** Castellón Refinery operates since 1967 and is an economic and industrial engine for its environment. It has a crude processing capacity of 6 million tons per year, or 100,000 barrels a day.

**CLIENTE / CUSTOMER:** BP

**Alcance / Scope:** Total Valve Management. More than 400 references

**Ubicación / Sites:** Castellón Refinery

**Localización / Geographies:** Spain

**Estado / Status:** En fase de desarrollo inicial / On development early stage



VALUE ADDED PROPOSAL		
TCO Reduction Program	eProcurement SAP interface	Stock Management
Product Standardization	Supply Chain Automation	365 x 24 x 7 Rush delivery
Category Management	Service Level Agreement	Product Customization
Strategic Product Sourcing	Global Account Management	Quality Control



BP Head offices



saidi

# outsourcing

TOTAL VALVE MANAGEMENT



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## ➤ Problems with your MRO valve supply?

You will probably have hundreds of different valves in your industrial process and perhaps a few different sites with local purchasing and warehouse. Installed based in plant different from site to site on similar product families.

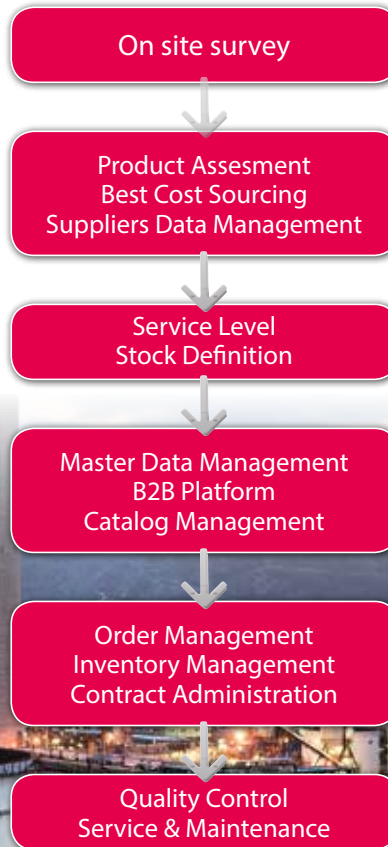
All these facts together can lead to sluggish and inefficient purchasing procedures.



## ➤ SAIDI OUTSOURCING is the solution!

**Just focus on your core business**, leave valves to the **valve specialist** (best-in-class-products, wide product range, ex-stock, close to the customer, technical assistance, FAT, SAT...), **reducing your TCO** (Total cost of ownership).

### STAGES



### Who is in charge?

